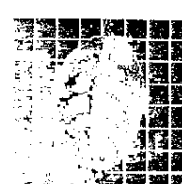
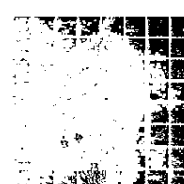
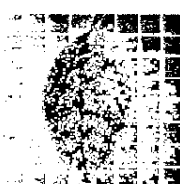




Tobacco
Institute
Testing
Laboratory



2 Taft Court
Rockville,
Maryland 20850
(301) 294-8582



September 29, 1989

Frederic S. Newman, Esq.
Vice President and General Counsel
Philip Morris, USA
120 Park Avenue
New York, NY 10017

Dear Mr. Newman:

TITL is anticipating completion of the current market pickup in early 1990 and will be ready to start receiving brands from the market place for the next "tar", nicotine, and carbon monoxide test at that time. So that the brand information will be as current as possible, we are requesting that you furnish us by December 1, 1989, using the appropriate copies of the enclosed forms, your company's brand varieties currently being marketed; their respective universal product codes (UPC's); and location.

We are asking that the information be furnished in the same format used previously :

Using Form-I, and as many additional copies as needed, list those varieties generally available in each of the 50 cities on the attached list.

For each variety generally available but not sold all in 50 cities, complete a Form-II, making as many copies as needed. Check off on the form those cities in which the variety can easily be found.

In a similar manner list and check off those brands not generally available but sold somewhere in the 50 cities. Note in the remarks section that the brand is not generally available. The contractor will be responsible for finding retailers selling these brands.

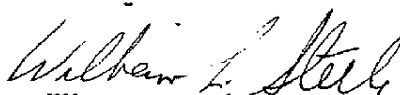
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For those brand varieties which should be tested but are not sold in any of the listed 50 cities indicate their locations in the space provided on Form-II

Optionally, if your company will have one or more brand varieties in the marketplace by January 1, 1990, and if it wishes them included in the test, prepare a Form-II for each and check off or add locations where they can be found.

We will, of course, hold all information provided by your company in confidence, releasing it only to the contractor selected to perform the pickup and those members of the TITL staff having need for the information. We have made arrangements to secure the information while in our possession. We also will insert an appropriate confidentiality clause in the contract that we enter into with the firm performing the pickup.

Very truly yours,


William L. Steele

Enclosures(3)

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